

Message Text

UNCLASSIFIED

PAGE 01 KABUL 01138 150737Z

20

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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O R 150623Z FEB 76
FM AMEMBASSY KABUL
TO AMEMBASSY TEHRAN IMMEDIATE
INFO SECSTATE WASHDC 6210
USDOC WASHDC

UNCLAS KABUL 1138

E.O. 11652: N/A

TAGS: BEXP, AF

SUBJ: KANDAHAR CEMENT PROJECT: THE FULLER COMPANY BID

REF: KABUL 0609

1. M. HASHEM TOUFIQUI, PRESIDENT OF INDUSTRIES, AFGHAN MINISTRY OF MINES AND INDUSTRIES CALLED TO ASK IF THE EMBASSY HAD ANY INFORMATION ABOUT THE FULLER COMPANY'S PROPOSAL FOR THE KANDAHAR CEMENT PLANT. HE STATED THAT TODAY, FEBRUARY 15, WAS THE DEADLINE, AND FULLER PROMISED TO HAVE A PROPOSAL TO HIM BEFORE TODAY. HE CAN WAIT TODAY AND TOMORROW, BUT MUST KNOW IMMEDIATELY WHAT THE STATUS OF THE PROPOSAL IS. HE REPORTS THAT SOMEONE, POSSIBLY FULLER, WAS TRYING TO TELEPHONE HIM FROM TEHRAN, BUT COULD NOT GET THROUGH.

2. PLEASE CONTACT MR. EDWARD GREEF, THE TEHRAN REPRESENTATIVE OF THE FULLER COMPANY AND PASS ON THE ABOVE INFORMATION. IF GREEF HAS OUTLINE MATERIAL FOR HIS PROPOSAL HE COULD CABLE TO TOUFIQUI, EITHER DIRECTLY OR THROUGH THIS EMBASSY, WE BELIEVE FULLER WILL RETAIN ITS EXCELLENT CHANCES FOR THIS PROJECT. WITHOUT SOME REPLY, HOWEVER, TOUFIQUI MAY TURN TO THE SECOND PLACE COMPANY. PLEASE ADVISE. ELIOT

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Disposition Event:
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